



US Army Corps  
of Engineers  
Omaha District

# *Opening Comments*

**Doug Plack**

**Chief, Environmental Remediation Branch**

**Pre-Proposal Conference**

**19 Feb 2003**





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## *Overview*

- A total of 14 new contracts being procured – they will allow NWO to support nationwide customers, including those previously supported by 4 TERCs expiring in Sep/Oct 03.
- 7 new ERS contracts (focus of today's meeting) are similar to TERCs in that they have ability to perform cradle-to-grave type services.
- New contracts will provide improved contract flexibility and easy access to the contract option most appropriate for the work required.
- Balanced procurement should increase SB contractor participation and provide for improved contract competition.
- Sharing of capacity with other Corps Districts is both planned and encouraged, in accordance with contract geographic limitations.

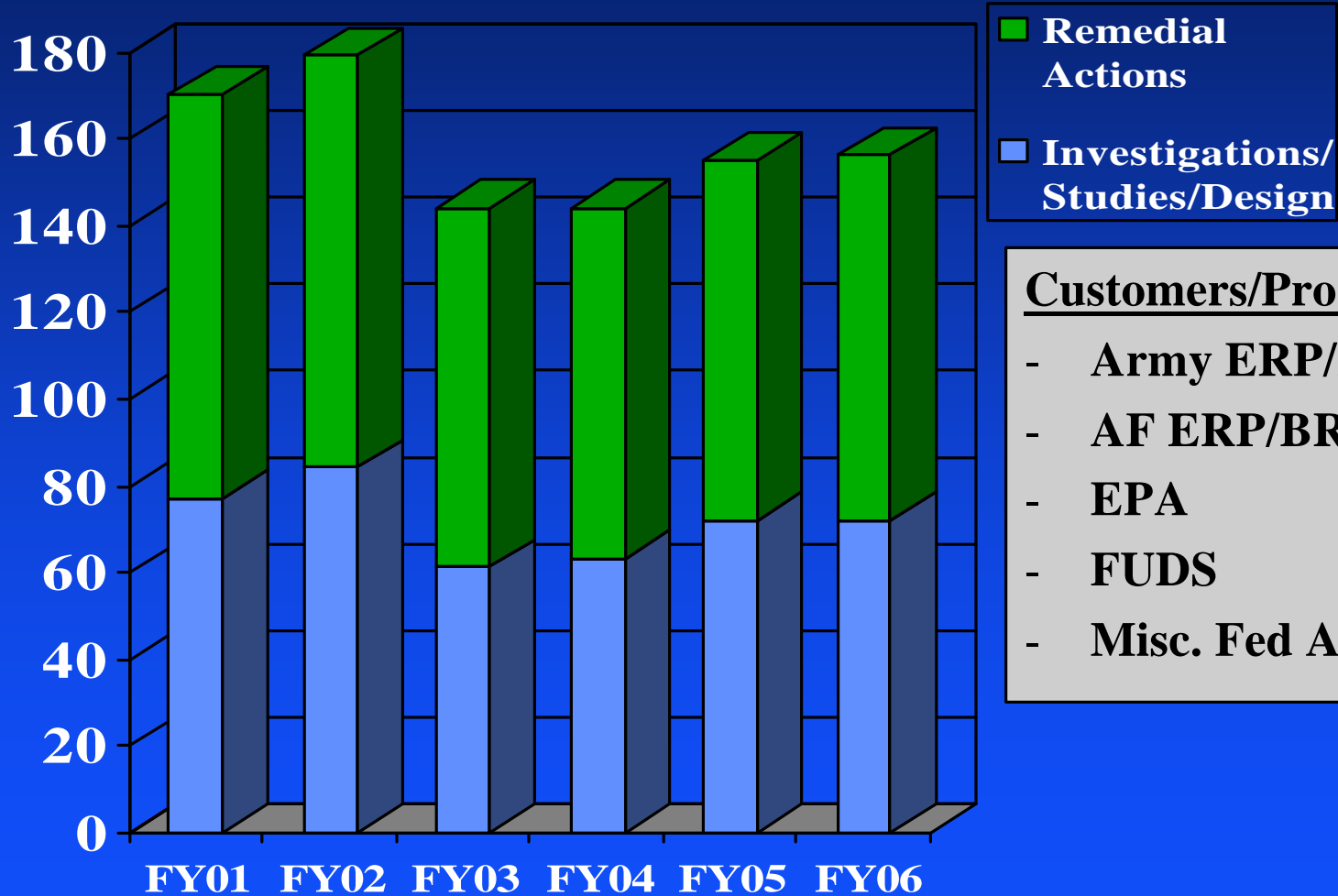




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# *NWO Workload Estimates*

\$ shown in millions



## Customers/Programs

- Army ERP/BRAC/EQ
- AF ERP/BRAC/EQ
- EPA
- FUDS
- Misc. Fed Agencies





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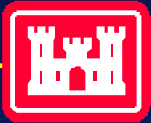
## ***FY03 Procurement Strategy***

- **7 Environmental Remediation Services IDT contracts** (NAICS Code 562910) - total capacity = \$300M\*:
  - Two \$75M, Full & Open, (NWD customers plus designated Region) – shown as **A** & **B** on following map
  - Two \$40M, Small Business (NWD customers plus designated Region) – shown as **C** & **D** on following map
  - One \$30M, Small Business (NWD customers plus designated Region) – shown as **E** on following map
  - Two \$20M, 8(a) (NWD customers plus designated Region) – shown as **F** & **G** on following map

*Status: Solicitations due 14 Mar 03.*

- \* 2<sup>nd</sup> round of contracts anticipated in FY05/06 - \$250 additional contracts already approved by PARC.

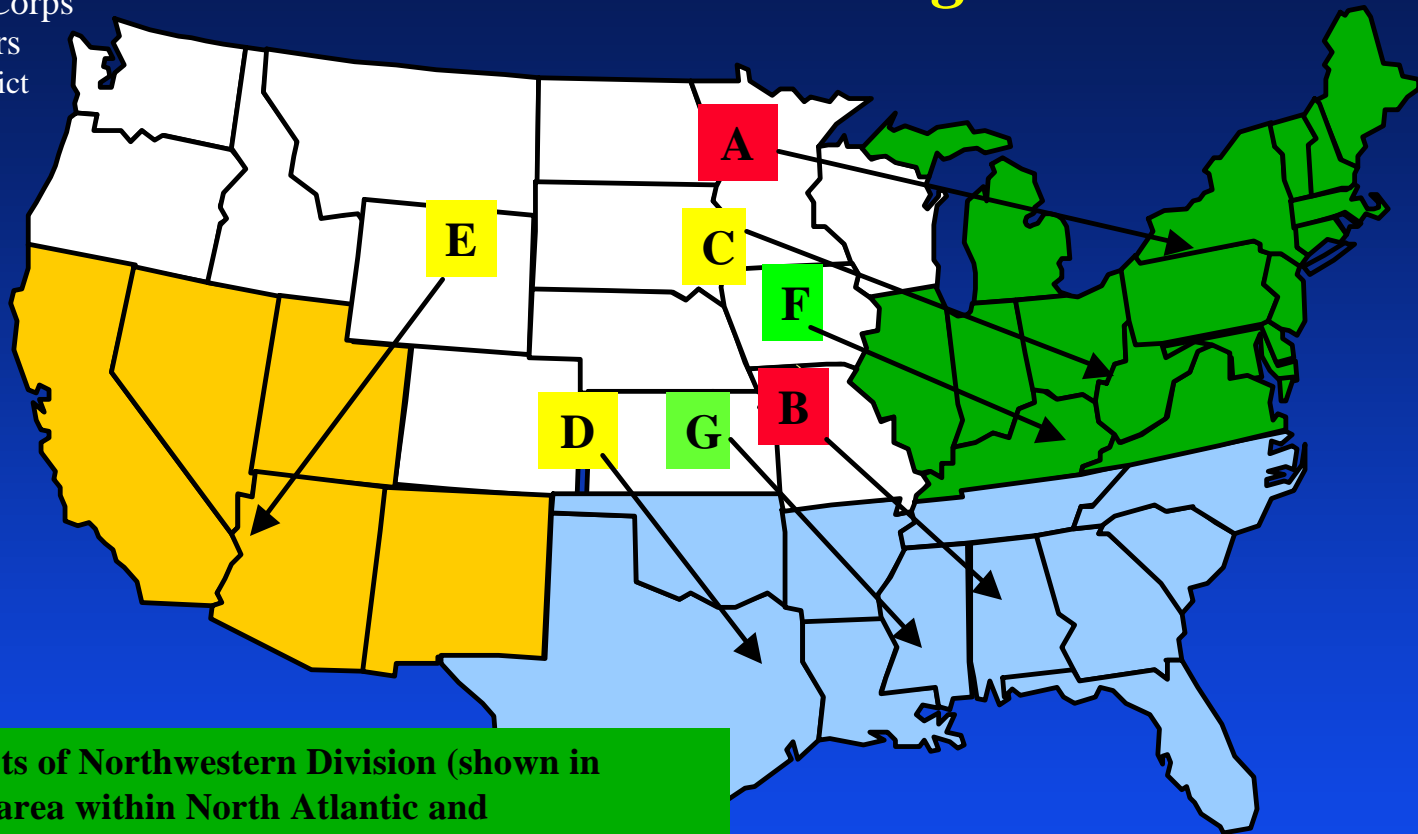




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## *FY03 Contract Regions*



**Region 1** consists of Northwestern Division (shown in white) and the area within North Atlantic and Southwestern Divisions (shown in green).

**Region 2** consists of Northwestern Division (shown in white) and the area within South Atlantic and Southwestern Divisions (shown in blue).

**Region 3** consists of Northwestern Division (shown in white) and the area within South Pacific and Pacific Ocean Divisions (shown in yellow).

*(all contracts will have  
capability to work in NWD,  
AF customers plus the  
designated regions outside  
NWD boundaries.)*





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## ***FY03 Procurement Strategy***

- **Five A-E Contracts** (NAICS Code 541330) – all with the ability to support NWO customers nationwide:
  - Two \$3M, Full & Open
  - Two \$3M, Small Business Set Asides
  - One \$3M, HubZone

*Status: Proposals submitted by 24 Jan 03 are currently being evaluated*

- **Two HubZone ERS contracts** (NAICS Code 562910) – all with the ability to support NWO customers nationwide:

*Status: RFP anticipated to be issued in Feb or Mar 03.*





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# ***HTRW Points of Contact***

## **Environmental Remediation (ER) Branch Chief**

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## **ER Section Chiefs**

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<b>Section C - Bruce Little</b>	<b>(402) 221-7188</b>
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# ***Contracting Points of Contact***

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**Doug Hadley HTRW KO**

**(402) 221-4115**

**Famane Brown Contracts Specialist (402) 221-3116**

**Mike Michelson Contracts Specialist (402) 221-3227**

**[ebs.nwo.usace.army.mil/ebs/contract.htm](https://ebs.nwo.usace.army.mil/ebs/contract.htm)**







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# Environmental Remediation Services

Pre-proposal Conference  
February 19, 2003





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# AGENDA

- **Introductions**
- **Ground Rules**
- **Background**
- **Procurement Strategy**
- **Questions**





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# Introductions

- ER Contracting Team

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Alvin Butler 402-221-4512

Famane Brown, Team Leader  
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Ginger Gruber 402-221-4103





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# Ground Rules

- Unless the Omaha District Project Delivery Team (PDT) issues an amendment to the RFP, the RFP does not change.
- The PDT will try to address as many questions/comments as possible during the Pre-proposal Conference; however it reserves the right to address questions/comments at a later date.





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# Ground Rules (continued)

- The PDT may extend the proposal due date if it determines that it has not addressed issues in a timely manner. However, it is strictly at the discretion of the Omaha District to make that determination.
- Contractor questions/comments that are not timely may not be addressed by the PDT before the proposal due date.



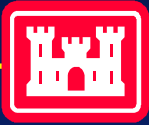


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# Ground Rules (continued)

- The Omaha District will try its best to address comments/questions; however the comments/questions are for use by the PDT. Therefore, the PDT will not be required to justify its decision not to change the RFP.





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# Background

- Most current Total Environmental Restoration Contracts (TERC) expire in Fall 2003.
- One TERC is active for 2 more years (covers Northwestern Division boundaries).
- Expiring TERCs were awarded approximately 10 years ago. All TERCs are held by large business.







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# Procurement Strategy

- Provide “balanced” approach to environmental remediation contracting.
- Maturation of industry indicates many opportunities for other than large businesses. Different conditions than 10 years ago.
- Needed a full range of capabilities to support a wide customer base.





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# Procurement Strategy (continued)

- Multiple Award Remediation Contracts (MARC) do not work well for cost-reimbursement task orders.
- Feedback from industry indicates substantial proposal preparation costs for task orders.





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# QUESTIONS?

